

Contact

+37253474121 (Mobile)
hedykohv1@gmail.com

www.linkedin.com/in/hedykohv
(LinkedIn)
www.kalevspa.ee (Company)

Top Skills

Sales
Sales Management
Customer Service

Languages

English (Professional Working)
Russian (Professional Working)
Finnish (Professional Working)
Estonian (Native or Bilingual)

Hedy Kohv

B2B Sales Management | Marketing | Event Management |
Product Design

Experience

Stella Soomlais Studio

Shop and Sales Manager

March 2023 - February 2024 (1 year)

B2B and B2C sales

Creative leather workshops for team building and private events at our cozy

Telliskivi studio and also on event's site

Internal communication

E-shop (worldwide shipping)

Kalev Spa Hotel & Water Park

Sales Manager

April 2013 - March 2023 (10 years)

Tallinn

B2B sales management and marketing, revenue management, budgeting and monitoring, event coordination, product development, service design, networking, strategical planning, 2 years of leading a little team of animators, copywriting, data analysis

Danish-Estonian Chamber of Commerce

General Manager

September 2018 - January 2020 (1 year 5 months)

Promote economical and cultural relationship between Estonia and Denmark through working close with Danish Embassy in Tallinn and Estonian Embassy in Denmark. Providing networking events to members. Planning sales and marketing of the non-profitable organization. Finding new members to the Chamber and working closely with other Chambers of Commerce in Estonia

Saku Õlletehase AS (Carlsberg Group)

Sales Specialist

February 2010 - April 2013 (3 years 3 months)

B2B sales according to the sales strategy and goals, technical support to marketing projects, credit control and first class client relations management

JCDecaux

Office Assistant

August 2008 - February 2010 (1 year 7 months)

Support to sales team, outdoor media planning, office management, support in personnel management

National Audit Office of Estonia

Human Resources Consultant

November 1999 - August 2008 (8 years 10 months)

Tallinn

Preparation of directives of the Auditor General, recruiting support, project management (for example intranet and personnel management program), monitoring and organizing the training plans for the Auditors, event coordination

Estonian Business School

Assistant

September 1998 - November 1999 (1 year 3 months)

Office management of EBS Open University (GM and assistance of team of 5)

Education

Politecnico di Milano

Master's degree, Design and Applied Arts · (February 2023 - July 2023)

Estonian Business School

Bachelor of Business Administration - BBA · (September 2002 - June 2006)

Estonian Academy of Arts

Master's degree, Design and Applied Arts · (September 2021)